DHL & USACE

*Together*

# *"We move the world"*

# Agenda

- International Services
- Middle East Logistics Program
- Domestic Services
- DHL Worldwide Express
- DHL Value
- Q and A
- Conclusion

# DHL - International Services

- **Air freight & Express services**

From US to any destination WORLDWIDE
Including specialized services into Iraq and Afghanistan

- **Sea freight** – from US any destination WORLDWIDE
Includes specialized services into Iraq - breakbulk, containerization, heavy lifts and consolidation

- **Customs clearance services**

- **Overland transport** on every continent includin
special full and part t
Iraq and Afghanistan

- **Warehousing** - Storage solutions

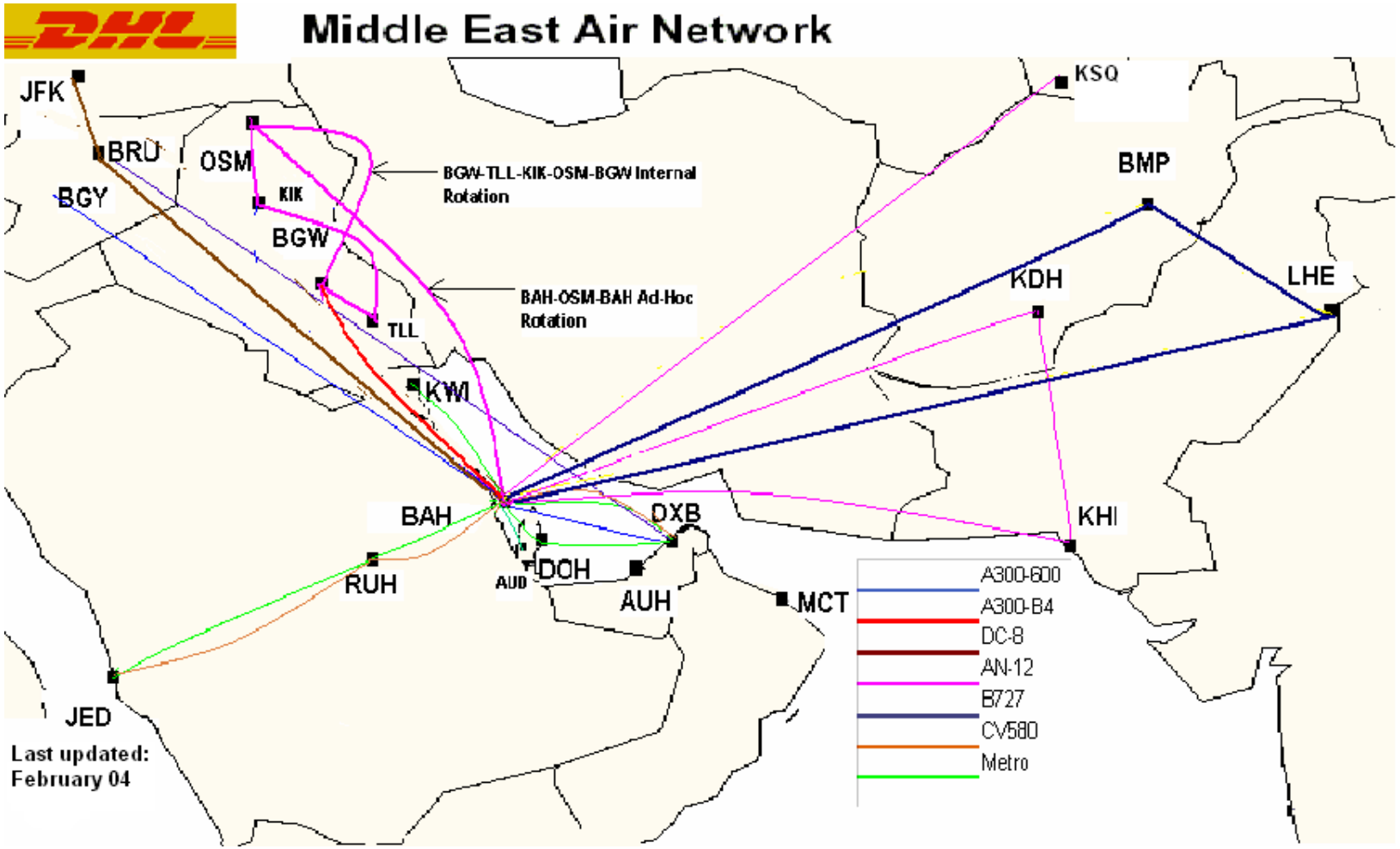
- **Transit services** - Includes into Iraq via
Kuwait, Jo
Turkey

- **Air charter** and sea charter solutions

- **Special Project Services**

Including clearance and delivery of ship spares to Umm Qasr Iraq and other offshore terminals through Kuwait Airport

# DHL – Middle East Air Network



# DHL – Bahrain Hub and Dubai Airport Operations

## Combined Aircraft Equipment

- 3 Boeing B727-200
- 3 DC-8F
- 3 Antonov AN12
- 1 L1011 tristar
- 1 IL 76 (upon request)

# DHL – Routing

**Current Air Routes**

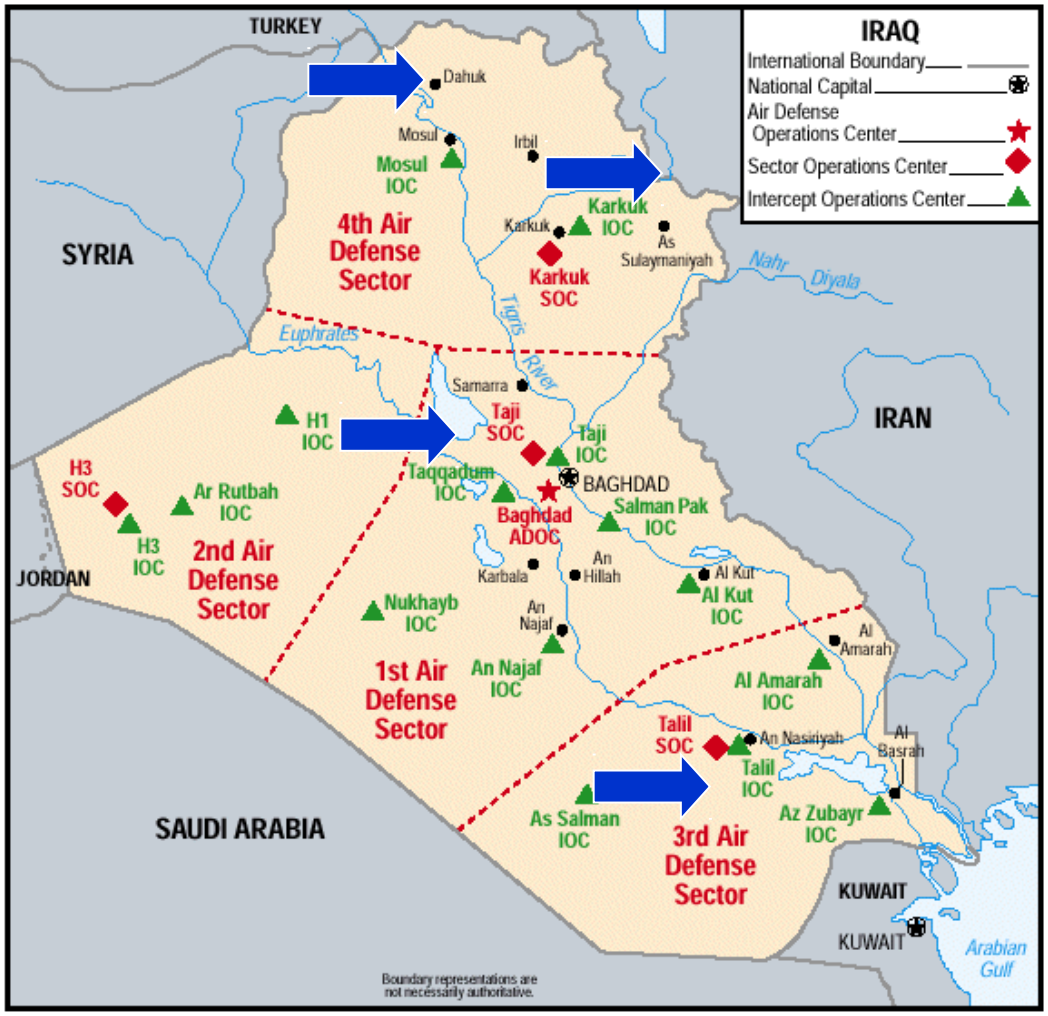
**Current AN 12 Milk Run**

**DXB**

**BAH**

**Current trucking Routes (Includes delivery in Iraq)**

# Iraq US Airbases



# DHL – Iraq and Afghanistan

- DHL Express office centers at BIAP, Kabul, Baghram, and Kandahar.
- DHL DANZAS Air & Ocean ISS transportation and office facility at BIAP
- Providing express and freight Services to Iraq and Afghanistan since 2001.
- DHL employees over 100 Expatriates and local hires in Afghanistan and Iraq
- Constant liaise with US Military and Contractors for service and delivery coordination

# DHL DANZAS Air & Ocean Logistics

## Air Service: Bahrain to Iraq

Bagdad, Balad: DC 8 - 4 rotations/day, 7 days/wk
Mosul: DC 8 - 1 rotation/day, 3 days/wk
Al Assad, Taqqadum : AN 12 - 1 rotation/wk

## Air Service: Bahrain to Afghanistan

Kandahar Bagram: 727 - 1 rotation/day, 7 days/wk

## Air Service: Dubai to Bagdad

IL 76 or AN 12

## Charter Services – by request

**Throughout Iraq and Afghanistan** – Direct service
**Iraq -** Ground Service
**Central Iraq** –Truck from Bagdad
**Southern Iraq** – Truck service from Kuwait
**Northern Iraq** – Truck service from Mosul

# DHL DANZAS Air & Ocean Logistics cont.

## Weight & Shipments

**Since January to August 2004**

### -Iraq

**Express:** 35 ton/daily for small pkgs

**Freight shipments:** 6,000 shipments includes in excess of 4 million kilos

### -Afghanistan

**Express:** 19 ton/daily for small pkgs

**Freight shipments:** 1,100 shipments includes in excess of 1 million kilos

# DHL DANZAS Air & Ocean - Domestic Services

- **Day and time-definite heavy we freight forwarding solutio**
- **Flexible, non-asset based**
- **Comprehensive service portfoli**

**Same Day/Next Flight Out Service**

**Next Day**

**2nd Day**

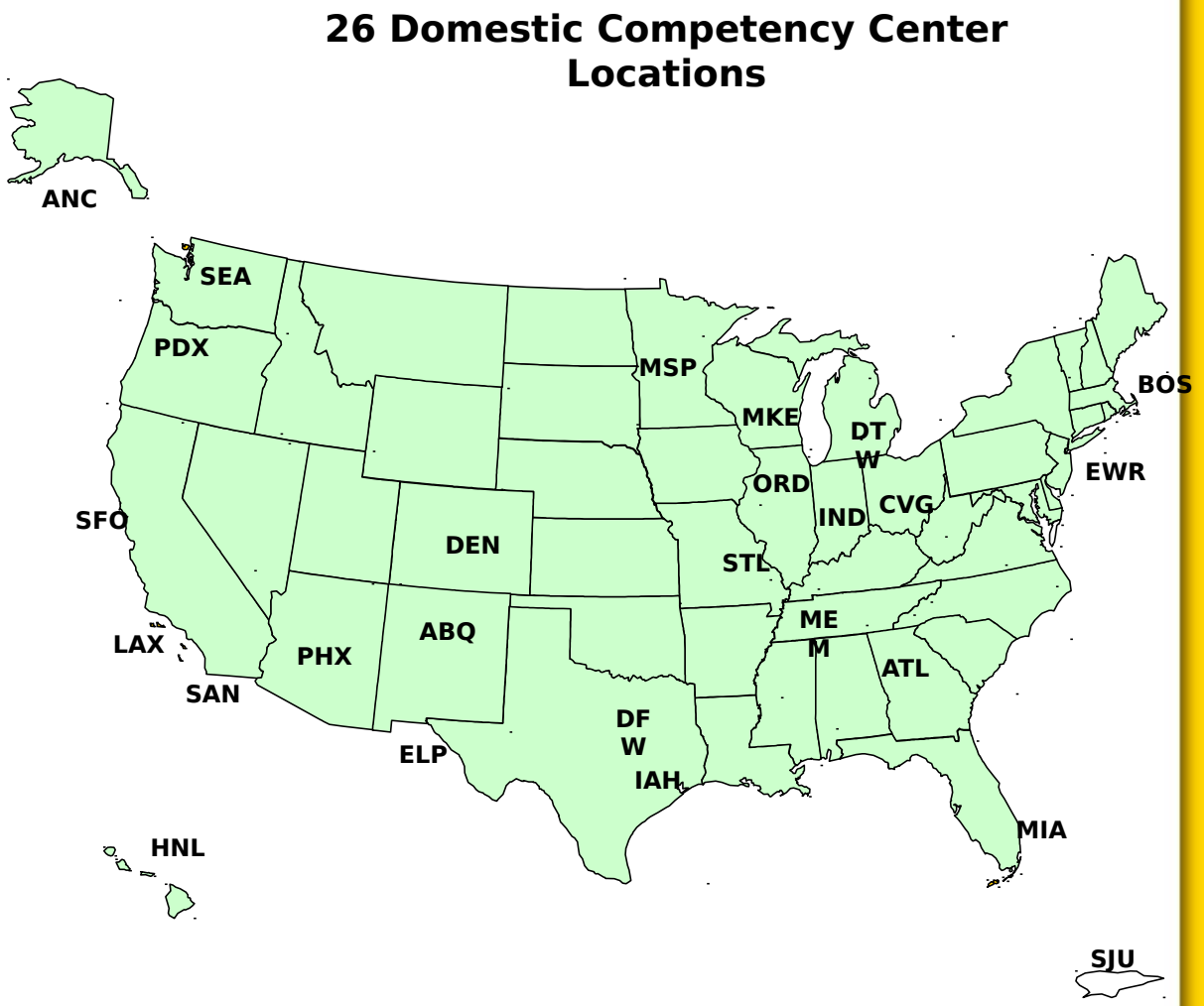
**FreightMiser 3 Day Service**

**Roadstar 3-5 Day Service**

**Transborder Service**

# DHL DANZAS Air & Ocean - Domestic Competency Centers

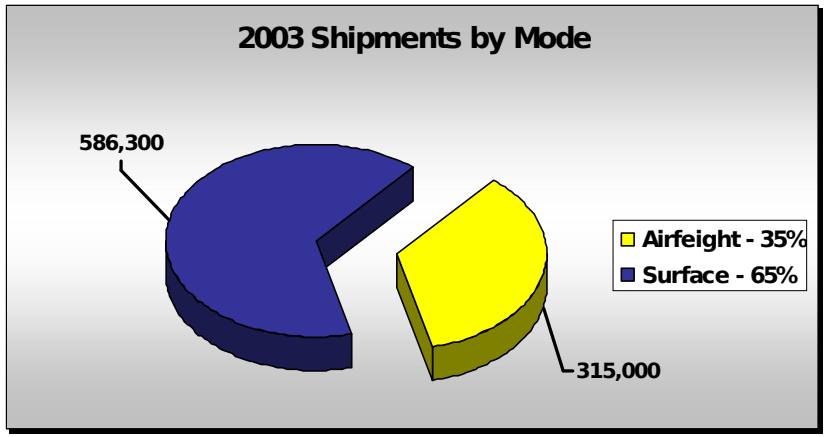
- **66 DDAO field offices**
- **Regional operations & CSSV management**
- **Dedicated Domestic personnel**
  - Domestic Manager
  - Operations
  - Customer service



# DHL DANZAS Air & Ocean - Domestic Services

- **Domestic heavyweight product**
  - Providing domestic services throughout the U.S. since 1935
  - Responsible for services between the “lower 48”
    Alaska, Hawaii, Puerto Rico & U.S. Virgin Islands
  - Target shipments weighing more than 150 lbs

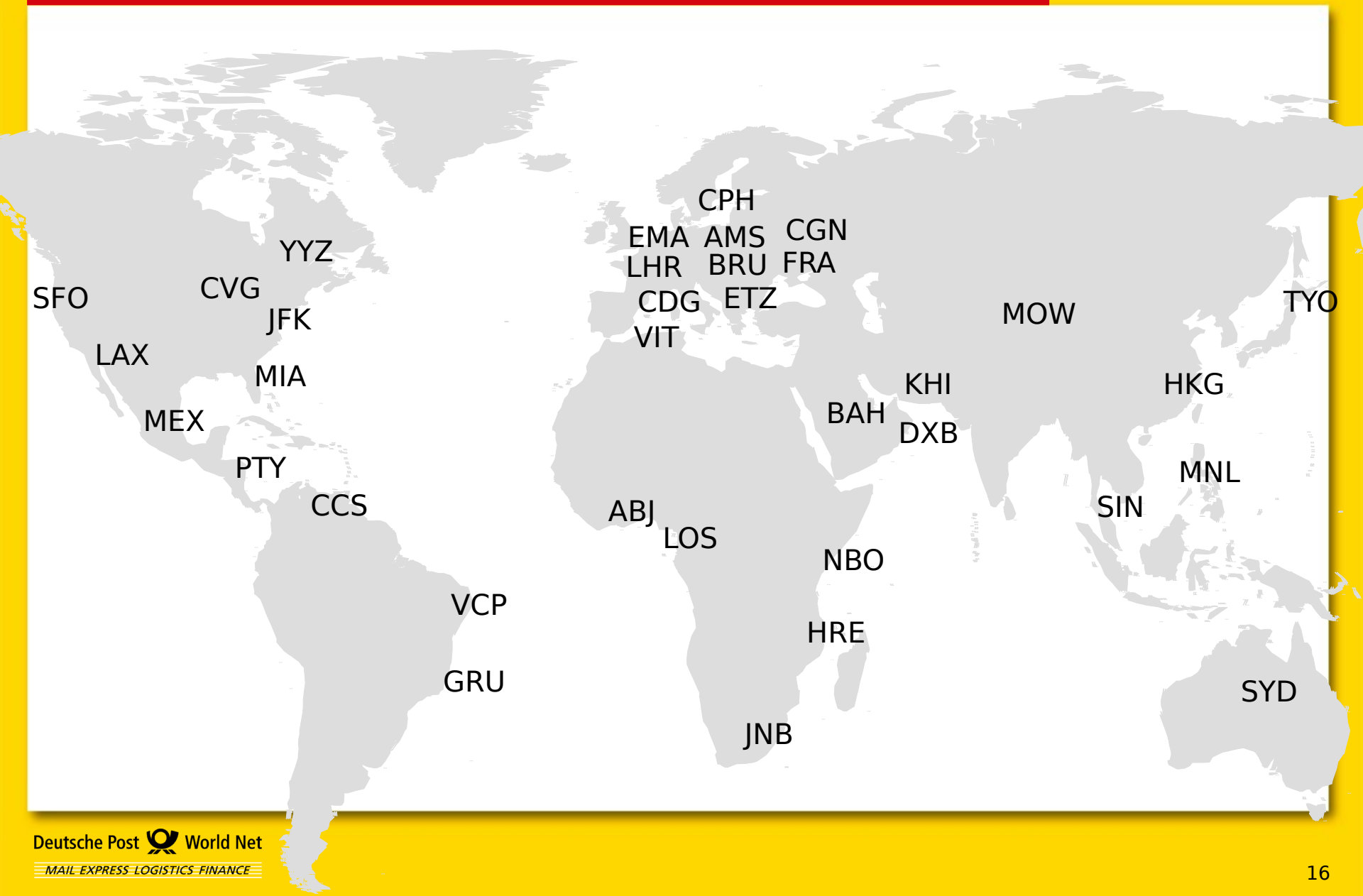
- **4th largest U.S. non- integrated U.S. logistics provider**
  - 902,000 shipments weighing more than 490 million lbs. in 2003



# DHL Express - Fact Sheet

- Over 71,000 employees
- More than 250 owned/leased or chartered aircraft
- More than 220 countries and territories served throughout the world
- 4,070 offices worldwide
- Over 3 million customers
- 36 major hubs
- 3,049 flights per day
- Delivering to 120,000 destinations

# DHL Express – Hubs & Gateways



# DHL Express – Domestic Service Overview

## Domestic Services

### Express

**DHL Same Day**

Nationwide same day delivery

**DHL Next Day 10:30 am, 12:00 pm or 3:00 pm**

Delivery guaranteed by 10:30am, 12:00pm, or 3:00pm the next business day

### Deferred

**DHL 2nd Day**

Delivery guaranteed by 5:00 pm the second business day

**DHL Ground**

Delivery guaranteed in 1-6 business days

**DHL@home**

Business-to-residential deliveries

**DHLmediamail@home**

Business-to-residential deliveries for media

**Global Mail®**

Reliable alternative for mail delivery

## DHL Logistics Services

## DHL Danzas Air & Ocean Services

# DHL Value and Visibility

## Committed to building  YOUR business

- **A Real Alternative**

International Network and Domestic Leader united service around the clock, around the world

- **A Different Way of Doing Business**

Transportation and logistics built around customers' needs, not our systems

Entrepreneurial approach to maximize customers' transportation value

# Q & A

WE MOVE THE WORLD DHL

## Contacts

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